



Tips for buying a home in a seller's market



The real estate market can be difficult to navigate for both buyers and sellers. First-time buyers can easily become overwhelmed as they search for homes, while sellers hoping to get the best price for their homes might be frustrated if offers are slow to come in or fall short of their asking prices.

If met with an underwhelming market, many sellers can pull their homes off the market and wait until it becomes more advantageous to sell. But buyers, particularly those shopping in a seller's market, may not have that flexibility.

According to Karen Best, Designated Broker/Owner of Coldwell Banker/Best Homes "Jefferson County's current market is definitely a Seller's market. It is highly competitive and frustrating for buyers whose housing budget does not exceed \$350,000-\$400,000." Best also stated "Buyers are usually competing for the same house and will often pay over list price. The demand in Jefferson County exceeds the supply in almost any price range. As of today January 12, 2021 there are only 17 homes/condos for sale in east Jefferson County and almost half of those are in south county. To successfully compete in today's market a buyer needs cash or if they are financing they need to get fully preapproved. This is a market in which a buyer will need patience and will want to work with a skilled Realtor/Broker to successfully navigate this highly competitive housing market."

Buying in a seller's market can be competitive and frustrating, but buyers can employ various strategies to survive such markets and land the homes of their dreams.

- Get mortgage preapproval. Sellers' markets typically feature low inventory, which can make the buying process very

than buyers are willing to borrow. In a seller's market, bidding wars can quickly drive up prices, but buyers should stick to their budgets so they are not house poor after buying. Sticking to a budget can be difficult in a seller's market, but such patience will likely pay off in the long run.

- Be ready to compromise. Unless they have unlimited budgets, buyers often must compromise when purchasing a home. That's especially true in a seller's market with limited inventory. Buyers who need to buy a home must identify their needs versus their wants and recognize the likelihood that they will have to compromise. Teren MacLeod, with Re/Max, First stated "The broker-professional helps the Buyer make important distinctions to identify where the compromises are best made, and how."

- Work with a Realtor/Broker. Some buyers may be tempted to go it alone, searching for and ultimately buying homes without the help of a Realtor/Broker. Veteran Realtors have worked in buyers' and sellers' markets, and buyers can use that experience to their advantage. In addition, a Realtor/Broker likely has access to inventory before homes appear on popular real estate websites, giving buyers working with them a leg up in competitive markets. Realtors/Brokers are held to standards in the Code of Ethics as well as by the MLS providers that disallow divulging real estate property-sale information in advance of the "listing" to Buyers.

According MacLeod "Information is updated in the major search engines for real estate every few minutes. If a Buyer



competitive. Prospective buyers who do not have a mortgage preapproval letter in hand when making offers may find themselves losing out on their dream homes to fellow buyers who have gotten preapproval from a lending institution. Sellers may be impatient with buyers who have not yet been preapproved for a mortgage, even accepting a lesser offer from buyers who are ready to begin transactions immediately. The preapproval process is relatively quick and simple, so buyers should not hesitate to apply.

- Stick to your budget. Lenders will indicate to prospective buyers how much they're willing to lend them, and that figure is typically considerably more

already has a relationship with a broker, they are looking together at the market, and have done their homework to prepare for putting the best foot forward. The right home for the right price does not always happen the first time or two out of the gate, so prepare yourself well and include patience and perseverance."

Buying a home in a seller's market can be fast-moving and very competitive. But various strategies can ensure buyers still find great homes at great prices in such markets. "From the Seller's perspective, even in a cash transaction, the Buyer's offer is improved by having a broker and team behind them. There are a lot of details in a purchase transaction and the escrow process is best managed by those who do it every day."

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Photo: Ari Stepp

ASK THE EXPERTS...

Q: I want to sell my home in 2021. What is the best way to take advantage of our current market?

A:

If possible, consider selling your home in the first half of the year. Housing experts are forecasting a strong first half of the year for home sales. The second half of the year is less predictable because we do not yet know how many, if any, COVID-19-caused foreclosures will occur. It will take at least 6 months long before we could start to see any effect on our current market. Secondly, although interest rates are predicted to stay low for the first half of the year, they may start to creep up by the second half of the year.

Demand is still strong. Buyers want to live in Jefferson County. This may also be the right time to consider upgrades to your home to maximize your sales price. There is a premium placed on "move-in" ready homes. Consult with your Realtor to determine the upgrades that have the best return on investment in our market.

A home that looks and smells fresh is always a good start. That means fresh paint inside choosing neutral colors. Look for ways to brighten your home by removing heavy window coverings and removing older, bulky furniture. Add curb appeal with fresh paint if needed and trim or improve your landscaping. Pressure-wash walkways, porches, and decks. De-moss your roof and clean your gutters. Maybe your front door would benefit from a pop of color? Or add a colorful planter at the front entrance for color instead.

Even though the market is still brisk, who you choose to market your home makes a difference. For the 3rd year in a row, Coldwell Banker Best Homes has sold more homes than any other firm in Jefferson County. Why? We have amazing and skilled agents who care about you. We know the market to help you correctly price your home. We offer staging advice or work with stagers to help you make your home look its best. Our state-of-the-art marketing plans are tailored to your home, with a strong emphasis on internet and social media marketing. Ask about our exclusive and effective Buyer Locator program. Give us a call. We are here for you!

Karen Best, Owner
Coldwell Banker Best Homes

Guiding You Home

Please visit our webpage for helpful links and to start your land search:

https://www.cbbesthomes.com

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COMMERCIAL

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2,000 consignees & established clientele. Embraces green reusing practices; "reuse/rewear". Helps our community with a variety of activities: volunteering to design costumes for Key City Public Theatre, produced dozens of fashion shows supporting nonprofits, and more. MLS#1679613 \$50,000. Teresa Goldsmith John L Scott Real Estate PTT 360-301-0099.

OWN YOUR OWN BUILDING DOWNTOWN PORT TOWNSEND



Space to have your business plus opportunity to sublet half of the building. Two entrances & two bathrooms. Make one side for retail, the other offices. What exciting ideas do you have in mind? The property reaches up to the bell tower potential for 2 stories. MLS#1679597 \$450,000. Teresa Goldsmith John L Scott Real Estate PTT 360-301-0099.

PRIME PORT TOWNSEND COMMERCIAL / RESIDENTIAL



A convenient Uptown location puts this studio-style condo in the center of it all! Across the street from the PT library and just one block from the Farmers Market, restaurants, and shopping, this ground level unit is approved for office space or a residential unit, or both! Space easily accommodates a variety of live/work options. Ask about available plans to add a full bedroom. Handicap accessibility into the building and unit, plus covered parking space. MLS#: 1680808 / 1666166. Price: \$298,500. Agent & Contract Info: Karen Best, Coldwell Banker Best Homes| (360) 301-1710 | karen@karenbest.com

TIN BRICK WOOD-FIRED PIZZA



The Tin Brick was the place to go in Port Townsend for a great wood-fired pizza. They were also well-known for their amazing Philly Cheese Steak sandwiches. Before COVID-19 you could sit at the bar and have a local brew while you watched a sports event. The wood-fired pizza oven was custom built by Woodstone Ovens in Bellingham, WA. MLS#: 1698313 Price: \$49,900. Agent & Contract Info: Karen Best, Coldwell Banker Best Homes| (360) 301-1710 | karen@karenbest.com

PORT TOWNSEND LAND

11 PLUS WOODED ACRES

Just minutes outside of Port Townsend. Several building sites & has a variety of Maple & Evergreen trees. Property backs up to forest land & is surrounded by large parcels offering complete privacy. Most of the acreage is level & would lend itself to horses, etc. MLS#1523274 \$295,000. Steven Kraght 360-301-6484 or Lori Kraght 360-301-1969 John L Scott Real Estate PTT.

14+ ACRES OF MIXED USE COMMERCIAL (M/C)

The property is in the City of Port Townsend. Paved road access and utilities in the city R/W. Parcel is just west of new commercial Short Plat south of 1st. roundabout. MLS# 719760 \$1,495,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

4 LOTS IN TOWN WITH UTILITIES AT/IN STREET

20,000 sqft parcel surveyed. Biking/Hiking trails to town. Wetland Assessment was completed on NW Lot. Buffer Delineation is almost done. Consult w/City planners to verify requirements. Perfect for an individual, a family compound or developer. MLS#1502990 \$110,000. Jan Marquardt John L Scott Real Estate PTT 360-301-4611.

ALREADY PLATTED LOTS

Just outside city limits—Commercial grade timber covered old lots and blocks[Salem Add.]—8 blocks of property-total 98 lots- 11.25 ac—lots only-15.35 ac —with un vacated ROW's—zoned Residential—good soils—public water available—small housing project-home business sites—surrounded by unopened county ROW's—could be vacated to gain some square footage—use your imagination. MLS#1477930 \$349,000 pending feasibility. Bill Perka John L Scott Real Estate Port Townsend 360-5312310.

AN UPTOWN LOT!

This is a rare chance to own your piece of view property in Port Townsend! Build your dream home on this amazing lot. Located on a quieter street in the Morgan Hill neighborhood. MLS#: 1673595 Price: \$299,000. Agent & Contract Info: Holley Carlson, Coldwell Banker Best Homes| (360) 821-3177| holleycarlson@gmail.com

COMMERCIAL LAND

Premium commercial parcels, 102,366 Sq. Ft., located on the new Rainier Street with visibility from both Discovery Road & Sims Way! Stub outs in place for city water and sewer with an electrical vault on-site makes these lots ready for use! Zoned CII-S Rainier Street / Upper Sims Sub-Area - See PTMC Chapter 17.31. MLS#: 1646299 Price: \$599,000. Agent & Contract Info: Holley Carlson, Coldwell Banker Best Homes| (360) 821-3177| holleycarlson@gmail.com

COMMERCIAL LAND

Wonderful opportunity to have small individual workspaces for rent or eventually to turn into condos. 20,909 sq. ft. parcel. MLS#: 1649108 Price: \$130,000. Agent & Contract Info: Holley Carlson, Coldwell Banker Best Homes| (360) 821-3177| holleycarlson@gmail.com

DISCOVERY RD. ROUND-A-BOUT.

Water & sewer mains installed w/ connection stubs at each right of way. This is a raw untouched sunny parcel that is fully treed w/tons of potential. This land is ready to be developed to the zoning or simply build your dream house on a beautiful private parcel. MLS#968397 \$400,000 pending feasibility. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

DOUBLE LOT TOTALING 0.42 ACRE

1 water connection & a 2-bedroom community drain field allocation in Ocean Grove Estates w/community garden, 28 acre greenbelt, some water view, trails & private beach access on Discovery Bay. Port Townsend & all it has to offer is only a 10 minute drive away. MLS#1547414 \$100,900. Lynette M Holloway John L Scott Real Estate PTT 360-774-0135.

LARGE PARCEL WITH MATURE TREES

7.4 acs. zoned R-3(multi-family) possible 90+ lots or simply build your dream house. Ready to go w/utilities recently extended to each right of way corner & all road/drainage work completed along with the paved non-motorized trail across the street. MLS# 968436 \$600,000 pending feasibility. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

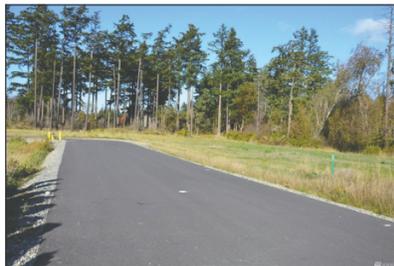
LOTS ABOVE THE FAIRGROUNDS

Fabulous opportunity to own 30,000 sqft off Cappy's Trails in the heart of Port Townsend. 6 Lots between 43rd and 44th Streets, 100ft from Hendricks; near the ongoing development on Grant and 43rd St. R1 zoning = 3 building sites of 10,000 sqft each. Buyer to consult with City. MLS#1531854 \$85,000 pending feasibility. Jan Marquardt John L Scott Real Estate PTT 360-301-4611.

NORTH BEACH

Located in desired North Beach neighborhood, this gently sloped parcel is ready for your new home. Heavily timbered, use some of the trees to build with. Not many of these parcels become available very often. Check with City on requirements to develop. MLS#1681140 \$200,000. Michael Morrow John L Scott Real Estate PTT 360-774-1013.

PORT TOWNSEND BUSINESS PARK



Just developed and prepared 15,400 gross sqft lot with 3,360 sqft allowable building size. Water and sewer stubbed onto the lot and PUD power vault with conduit in place for 3 phase power. This is a nice lot with lots of natural light right on the corner for easy access in the one and only PTBP. MLS#1684976 \$123,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT TOWNSEND BUSINESS PARK

Just developed light industrial 12,000 sqft. corner lot with sewer, water & storm water connections stubbed into the lot. This lot is ready to build with a freshly paved new road along This lot will accommodate a 2,940 square foot building. MLS#1564239 \$120,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

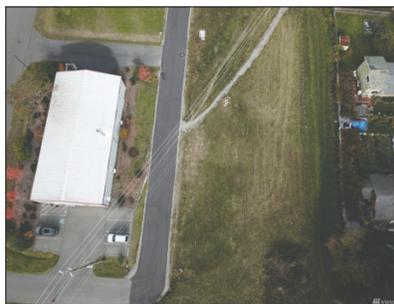
PORT TOWNSEND BUSINESS PARK

Large lot with tons of potential. Easy access and recent road and utility improvements make this the easy choice for a 'plug & play ready to go' light industrial lot in the city of Port Townsend. 22,400 gross square footage lot size and gross buildable = 4,460. MLS#1685502 \$139,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT TOWNSEND BUSINESS PARK

Light Industrial 22,400 sqft gross lot size and 4,800 sqft allowable building size. Nice level lot on the East side of the Park with water, sewer and power stubbed onto lot. Easy access, lots of sun and ready to go. MLS#1685056 \$149,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT TOWNSEND BUSINESS PARK



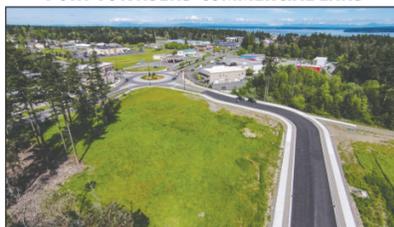
The last Large lot in the Port Townsend Business Park. This lot has it all: Water, Sewer, Power all stubbed on the lot and ready for hookup, excellent visibility, and super easy access. Gross lot size= 31,270 sqft. Gross buildable= 6,140 sqft. MLS#1685542 \$199,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT TOWNSEND COMMERCIAL LAND



1 ac. Commercial(C2) parcel with all utilities installed along with great visibility in the Short Plat just south of the first roundabout on Evans Vista - Port Townsend. This parcel is lot 3 of the brand new just recorded PT-20 Short Plat so it does not yet have an address or apn# of its own. MLS#778674 \$400,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT TOWNSEND COMMERCIAL LAND



1+ acre C2- commercial parcel with 165' of Hwy. 20 frontage at the gateway to Port Townsend. PT-20- Short Plat is now finalized, approved and recorded. Excellent highway frontage with a Great location just south of the first roundabout cleared and ready with all utilities in place. MLS#778548 \$500,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763

PORT TOWNSEND COMMERCIAL LAND



Level commercial parcel with fabulous visibility and all utilities in place ready for your new building. Short Plat of - four approximately 1 ac. parcels at the gateway to Port Townsend. This one has 145' frontage on Hwy. 20 just off the 1st. Roundabout at the corner of Rainier St. and Sims Way. MLS#777969 \$600,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

R111 ZONING

2.2 acres of R111 zoning property on the West side of Discovery Rd. within the city limits. Check this out for your development dream. MLS# 33818 \$115,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

SOUTH OF PORT TOWNSEND LAND

Corner of Discovery and Jacob Miller Roads—just outside city limits—Alder covered, lots & blocks-1 block of property-total 10 lots-just above A-Plus Rental-zoned Residential [this listing is for block 5—block 4 also available-same price]. MLS#1571279 \$99,000. Bill Perka John L Scott Real Estate PTT 360-531-2310.

TRAIL CREST READY TO BUILD LOTS

Port Townsend's newest addition is a 14 lot all-inclusive subdivision. Take the guess work & some of the expense out of new construction with a brand-new lot at Trail Crest. Lot 59 is a great example of the value to be had at Trail Crest, 10,918 sqft. 8 lots to choose from. MLS#1536290 \$92,500. Terry McHugh John L Scott Real Estate PTT 360-301-1763.

PORT LUDLOW LAND

A LOT WITH A VIEW



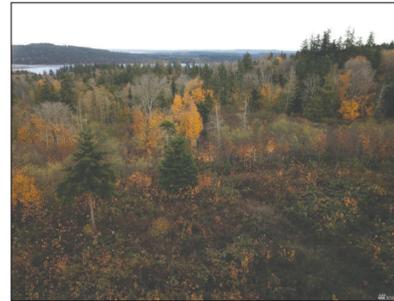
One of the last view lots in Port Ludlow! Best of all, the sewer and water hookup fees are paid, a current value of \$13000! This lot comes with a house plan that was approved by the LMC Architectural committee and by the county (buyer to verify). Enjoy a great location in a quiet, walkable neighborhood near Kehele Park with membership to the Beach Club which offers; social activities, indoor and outdoor swimming, a workout facility, pickleball, and tennis courts. Beach access, walking trails. MLS#: 1669979. Price: \$79,900. Agent & Contract Info: Karen Best, Coldwell Banker Best Homes| (360) 301-1710 | karen@karenbest.com

FIRST FAIRWAY SITE

Hello Golfers! LOCATION! LOCATION! LOCATION! Parcel kissing the 1st Fairway of Port Ludlow's Championship Course! CCRs. Olympic Peninsula Resort Style Living with nearby 300-slip marina, hiking trails, beaches... golf course. Wait not! Call for details or visit www.mysoundbroker.com. MLS#: 1551209 Price: \$49,900. Agent & Contract Info: Ruth Gribbin-Schmitt, Coldwell Banker Best Homes| 206.659.3939|mysoundbroker@gmail.com

TRI-AREA LAND

AWESOME 4 ACRE PARCEL



Awesome 4 ac. Parcel adjacent to Pope Resources commercial forestlands. Private with views to North all the way to Port Townsend. Cleared driveway and Building site with PUD water and Power on King fisher at driveway entrance. MLS#1229190, \$162,500. Terry McHugh, John L Scott Real Estate PTT, 360-301-1763.



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INSIDE REAL ESTATE LISTINGS

BEAUTIFUL DOUBLE LOT IN MELWOOD TERRACE

Ready to build, 2 Water taps, electric, & 2 foundations in. You can choose to build on one or both lots. Use the existing plans or adapt the daylight basement foundation. Close to shopping, dining, and recreation. Seller financing considered. MLS#1483575 \$75,000. Dan Colvin John L Scott Real Estate PTT 360-774-0082.

FABULOUS 4 ACRE PARCEL



Outstanding marine views right in Oak Hills with Power and Water close to the building site. Level and partially cleared with site evaluation complete. MLS#1229198, \$135,000. Terry McHugh, John L Scott Real Estate PTT, 360-301-1763.

LEVEL 1,600 +/- FOOT MANICURED GRASS AIRSTRIP



Just waiting for your Maule, Stinson, Cessna or Piper. Clear approaches both east & west. Hangar & shop midfield. Easy access from Mason Street & Cedar Ave. Just a short hop to Jefferson County International Airport w/its services & the Spruce Goose Cafe. MLS#1609027 \$900,000. Richard Hild John L Scott Real Estate PTT 360-531-1889.

OAK BAY LAND: BEAUTIFULLY TREED ACREAGE

Two adjacent lots totaling over 2 acres, with some nice secluded building sites. Partial bay views may be possible with clearing. Two separate tax parcels for building two houses. Close to shopping & recreation. Lots of possibilities with these two buildable lots. MLS#1588929 \$145,000. Dan Colvin John L Scott Real Estate PTT 360-774-0082.

PRIME COMMERCIAL / RESIDENTIAL LAND

Over an acre of level land just off Rhody drive with plenty of potential. Water and power on the property. 3 phase power close by. 2 BR septic was installed some years ago for a removed mobile home. This property is zoned UGA-C consult the county for land use. MLS#1666460 \$379,000. Dan Colvin John L Scott Real Estate PTT 360-774-0082.

PORT TOWNSEND RESIDENTIAL

COMFORTABLE AND AFFORDABLE HOME!



Ample sized lot with partial views of the bay, & Protection Island. Well-designed 2 bedroom 2 bath home features a large living room, ergonomic kitchen, porch room & master. Garage, carport, shop, & covered storage space. Amenities: marina, boat launch, pool, gym, workshop, & clubhouse. MLS #1696947 \$250,000. Joelle Boyce John L Scott Real Estate 360-643-9555 or Dan Colvin John L Scott Real Estate 360-774-0082.

NEW CONSTRUCTION/PRE SALE



One story home, on large lot, in a great location. Master separate from guest rooms. Great room concept, with two skylights, granite counter tops, two car garage, master bathroom with walk in shower, stainless steel appliances. Just minutes to Port Townsend's amenities. MLS#1660170 \$585,000. Steve Kraght John L Scott Real Estate PTT 360-531-6484

PORT LUDLOW RESIDENTIAL

INVITING HOME, QUIET CUL DE SAC



Located on a quiet cul de sac, this warm, inviting home offers main level living with an open concept. The kitchen has plenty of cabinetry and offers special features like a built-in blender station. The spacious master suite offers a sitting area; imagine discussing the day's events over a glass of wine sitting in front of the cozy wood-burning stove. A walk-in shower and a jetted tub complete the master bath. The lower level features a separate shop with an exterior entrance. Best of all you can design the large lower-level room to meet your additional space needs. Think additional bedroom, hobby area, in-home office or? A generous sized deck and yard invite you outside. Enjoy the gardening station, originally designed for an RV hookup. MLS#: 1713559 Price: \$435,000. Agent & Contract Info: Karen Best, Coldwell Banker Best Homes | (360) 301-1710 | karen@karenbest.com

PERFECT NORTHWEST GET AWAY



Quaint cabin in the woods. Living room features rock fireplace w/wood stove insert. Cabin is well designed w/cozy bedroom & full bath. Freshly painted inside & out. New floors including tile & carpet. Extra room, private deck Enjoy all the amenities at Beach Club. MLS#1711257 \$299,000. Joelle Boyce John L Scott RE PTT 360-643-9555 Dan Colvin John L Scott RE PTT 360-774-0082.

TRI-AREA RESIDENTIAL

HISTORIC, BUCOLIC, CENTER VALLEY FARM



Olympic Mountain & Valley views & three parcels. 18+ acres, fertile soils, equestrian arena, 6480 sq ft covered storage, three phase power, 2880 sq ft shop/garage, new furnace, exterior paint, carpeting/flooring, fully renovated. Bring your animals & your dreams. MLS#1667870 \$850,000. Steve Kraght John L Scott Real Estate PTT 360-301-6484.

VERY RARE -

10+ ACRES IN 2 SEPARATE TAX PARCELS



Light Industrial w/ several outbuildings, 2 large shops w/access to County Roads. Drilled well & installed 3 bedroom septic. Formally (1950's- 60's) used as fuel depot w/above ground storage tanks, until recently as a sawmill. Current use is for cider production. MLS #1663194 \$295,000. Terry McHugh John L Scott Real Estate PTT 360-301-1763

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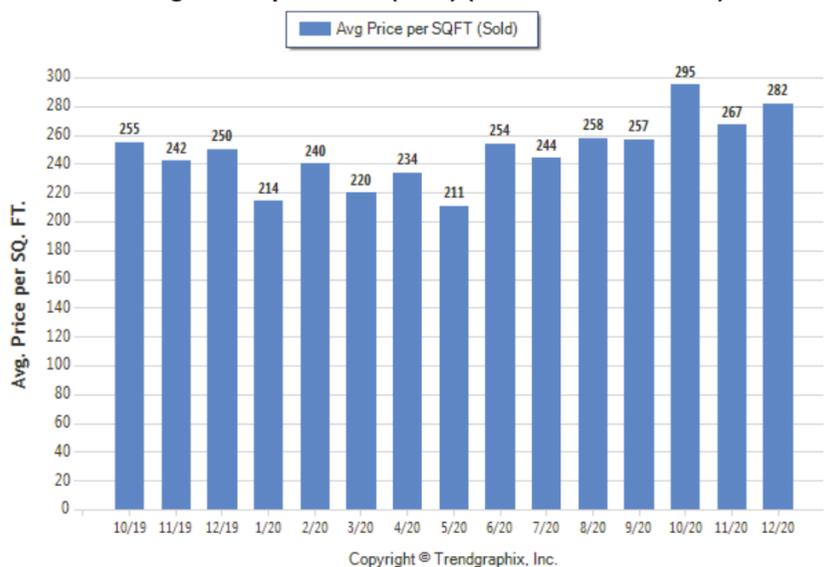
Number of Homes For Sale vs. Sold vs. Pended (Oct. 2019 - Dec. 2020)



Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			
	Dec. 20	Nov. 20	% Change	Dec. 20	Dec. 19	% Change	Oct. 20 to Dec. 20	Oct. 19 to Dec. 19	% Change
For Sale	63	71	-11.3%	63	115	-45.2%	63	115	-45.2%
Sold	49	50	-2%	49	43	14%	180	131	37.4%
Pended	36	55	-34.5%	36	32	12.5%	140	123	13.8%

TODAY'S STATS			
	Current vs. Prev MTD	Current vs. Same MTD 1 Yr Ago	Current vs. Prev YTD
	1/1/21 - 1/6/21	1/1/20 - 1/6/20	% Change
For Sale	57	71	-19.7%
Sold	4	13	-69.2%
Pended	8	11	-27.3%

Average Price per SQFT (Sold) (Oct. 2019 - Dec. 2020)



Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			
	Dec. 20	Nov. 20	% Change	Dec. 20	Dec. 19	% Change	Oct. 20 to Dec. 20	Oct. 19 to Dec. 19	% Change
Avg. Sq. Ft. Price (Sold)	282	267	5.6%	282	250	12.8%	283.68	249.29	13.8%

TODAY'S STATS			
	Current vs. Prev MTD	Current vs. Same MTD 1 Yr Ago	Current vs. Prev YTD
	1/1/21 - 1/6/21	1/1/20 - 1/6/20	% Change
Avg. Sq. Ft. Price (Sold)	299	285	4.9%
	299	202	48%
	299	202	48%

Avg CDOM & SP/Orig LP % (Oct. 2019 - Dec. 2020)



Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			
	Dec. 20	Nov. 20	% Change	Dec. 20	Dec. 19	% Change	Oct. 20 to Dec. 20	Oct. 19 to Dec. 19	% Change
Avg CDOM	62	32	93.8%	62	43	44.2%	53	45	17.8%
Sold/Orig LP Diff. %	96	98	-2%	96	96	0%	97	95	2.1%

TODAY'S STATS			
	Current vs. Prev MTD	Current vs. Same MTD 1 Yr Ago	Current vs. Prev YTD
	1/1/21 - 1/6/21	1/1/20 - 1/6/20	% Change
Avg CDOM	19	80	-76.2%
Sold/Orig LP Diff. %	80	100	-20%
	80	99	-19.2%
	80	99	-19.2%

Average Price of For Sale and Sold (Oct. 2019 - Dec. 2020)



Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			
	Dec. 20	Nov. 20	% Change	Dec. 20	Dec. 19	% Change	Oct. 20 to Dec. 20	Oct. 19 to Dec. 19	% Change
Avg. Active Price	722	697	3.6%	722	536	34.7%	719	546	31.7%
Avg. Sold Price	479	452	6%	479	462	3.7%	517	455	13.6%

TODAY'S STATS			
	Current vs. Prev MTD	Current vs. Same MTD 1 Yr Ago	Current vs. Prev YTD
	1/1/21 - 1/6/21	1/1/20 - 1/6/20	% Change
Avg. Active Price	706	674	4.7%
	706	537	31.5%
	706	537	31.5%
Avg. Sold Price	364	434	-16.1%
	364	432	-15.7%
	364	432	-15.7%

Statistics Provided By

Call if you have questions: 360-385-4115